

Message Text

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PAGE 01 MOSCOW 16518 172008Z

64

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 (ISO) W
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R 171431Z NOV 75
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 6840

UNCLAS MOSCOW 16518

USDOC FOR BEWT/TDAD

E.O. 11652: NA
TAGS: BTRA, UR
SUBJ: VISIT BY REPRESENTATIVE OF IMACOM

REF: USDOC 16007

1. VISIT BY PRESIDENT OF IMACOM TO MOSCOW (NOVEMBER 8-14)
PROVED TO BE SUCCESSFUL IN THAT HALLORAN HAD USEFUL MEETINGS
AT ALL THOSE ORGANIZATIONS ON WHICH HE HAD EXPECTED TO CALL,
BUT VISIT ALSO UNDERScoreD DANGER OF RELYING COMPLETELY
ON VERBAL ASSURANCES FROM AMTORG OR SOVIET EMBASSY THAT
PROGRAM HAS BEEN SET UP.

2. DESPITE ASSURANCES HALLORAN HAD RECEIVED FROM
AMTORG REPRESENTATIVE THAT MEETINGS HAD BEEN ARRANGED WITH
SALIMOVSKY, NOMOKONOV AND KURAKIN OF LITSENZINTORG,
ARTEMEYEV OF STATE COMMITTEE ON DISCOVERIES AND INVENTIONS,
MALKEVICH OF MFT AND BORISOV OF THE CHAMBER, PROGRAM WAS
ANYTHINGBUT FIRM ON HALLORAN'S ARRIVAL. INITIAL CALLS TO
THESE ORGANIZATIONS PRODUCED ONLY PROMISES TO TRY TO ARRANGE
"APPROPRIATE MEETINGS" AND NO AWARENEESS OF AMTORG REQUEST.
COMMERICAIL OFFICE NEVERTHELESS MANAGED TO PUT TOGETHER FULL
SCHEDULE OF MEETINGS" AT ALL ABOVE ORGANIZATIONS, AS WELL AS
AT VNESHORGREKLAMA, ALBEIT WITH DIFFERENT INDIVIDUALS.
(MEETING WITH LITSENZINTORG OFFICIALS PRODUCED INFORMAL
AGREEMENT UNDER WHICH IMACOM WILL TRY TO MARKET IN THE U.S.
SEVERAL LICENSING PROPOSALS FROM LITSENZINTORG.)

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3. SUGGEST THAT IN FUTURE USDOC/XEWT ALERT U.S. BUSINESSMAN TO UNRELIABILITY OF VERBAL ASSURANCES FROM AMTORG OR SOVIET EMBASSY AND SUGGEST THAT, WHEN POSSIBLE, THEY OBTAIN COPIES OF TELEXES OR LETTERS SENT REQUESTING APPOINTMENTS AND/OR "LETTER OF INTRODUCTION." IN ADDITION, AND MOST IMPORTANTLY, BEWT SHOULD CABLE FULLEST INFO POSSIBLE ON SCHEDULE OSTENSIBLY ARRANGED BY SOVIETS SO THAT COMMERICAL OFFICE CAN CONFIRM IN ADVANCE OF BUSINESSMAN'S ARRIVAL.
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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